

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 NEA-11 ISO-00 EB-08 /032 W

-----111667 251835Z /47

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FM AMEMBASSS ABU DHABI

TO SECSTATE WASHDC 7888

AMEMBASSY LONDON

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FOR COMMERCIAL OFFICER AMEMBASSY LONDON

E.O. 11652: NA DECLASSIFY UPON RECEIPT

TAGS: BEXP, TC

SUBJ: UAE DEPUTY PRIME MINISTER RECOMMENDS NEW CANDIDATE FOR
ABU DHABI FORD AGENCY

1. FOR LONDON: PLEASE PASS FOLLOWING INFORMATION TO PETER
PERRYMAN OR UDO KRUSE, FORD MOTOR COMPANY, 169 KINGS ROAD,
BRENTWOOD HOUSE, BRENTWOOD, TELEPHONE 219500, TELEX 99312 OR 99511.
INFORMATION IS SENT TO YOU FOR PASSAGE TO FORD BECAUSE OF SENSITIVE
NATURE OF SUBJECT.

2. E/C OFFICER DOLAN WAS VISITED MAY 24 BY SAID SALIM AL SUWAIDI
AND HAKAM NAJIB MOHAMMAD ISSA (KNOWN ON BUSINESS CARD AS "HAKAM
HAMMAD") WHO BROUGHT LETTER TO AMBASSADOR (OUT OF ABU DHABI FOR
DAY) FROM UAE DEPUTY PRIME MINISTER, HAMDAN BIN AL-NAHYAN. TEXT
OF LETTER FOLLOWS:

H.E. THE AMBASSADOR,
EMBASSY OF THE UNITED STATES OF AMERICA,
ABU DHABI HAVE PLEASURE IN COMMENDING TO YOU M/S. SALIM TRADING
COMPANY, WHICH COMPANY IS PERSONALLY KNOWN TO ME AS A BUSINESS
OF GOOD REPUTE AND HIGH STANDARDS OF INTEGRITY. IT IS WITHIN MY
KNOWLEDGE THAT THIS COMPANY HAS FOR SOME TIME BEEN NEGOTIATING
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TO SECURE AN AGENCY FOR FORD MOTOR COMPANY IN ABU DHABI, AND I
WOULD BE VERY GRATEFUL IF YOU WOULD DO EVERYTHING WITHIN YOUR
POWER TO ASSIST THEM IN THIS CONNECTION.

WITY MY BEST REGARDS.

HAMDAN BIN MOHAMAD AL-

UHYAOHN

SREPUTY PRIME MINISTER.

3. SALIM AND HAMDAM REPRESENT SALIM TRADING COMPANY, P.O. BOX2299, ABU DHABI, TELEX: 3457 CARPET AH. SALIM TRADING COMPANYQ WAS NOT PREVIOUSLY KNOWN TO EMBASSY. FOLLOWING INFO PRESENTED BY SALIM. IT IS PRINCIPALLY TRANSPORT CO. EMPLOYING 28 MEN WITH OFFICES AND LARGE FURNITURE SHOWROOM ACROSS AIRPORT RD. FROM SH. ZAYID'S MAIN PALACE. ONLY AGENCY THEY NOW HOLD IS UDICHO OFFICE FURNITURE (JAPANESE). THEY HAVE FIVE MILLION DOLLARS TO INVEST, MID-TOWN SEVEN THOUSAND SQ. FT. SHOWROOM, AND AMPLE GARAGE SPACE FOR CARS AND H.D. TRUCKS. PARTNERS ARE SH. HAMDAN, MOD'D KHALIFA SABHA (SH. HAMDAN'S RIGHT HANDMAN AND SECRETARY), SALIM (45 YR. OLD FORMER LONG-TIME BODY GUARD OF UAE PRESIDENT SH. ZAYID) AND HAMMABX

4. HAMMAD TOLD EMBOFF THAT ABU DHABI GROUP HAD BEEN INFORMED BY COTTO INTERNATIONAL, 250 WEST 57TH STREET, NEW YORK, NEW YORK 10019 (MR. ROBERT MOORE, MR. FOUAD CHATER) THAT AG TIME FOR DECISION WAS APPROACHING REGARDING SELECTING OF FORD AGENT IN ABU DHABI. COTTO HAS TOLD ABU DHABIANS THAT IT HAS BEEN ACTING AS INTERMEDIARY BETWEEN THEM AND FORD COMPANY CONCERNING FORD'S SELECTION OF ABU DHABI DEALER. UPON RECEIPT OF NEWS FROM COTTO THAT DECISION WAS IMMINENT, SHAIKH HAMDAN (REFERRED TO BY SALIM AND HAMMAD AS OUT "PARTNER AND FRIEND") INSTRUCTED HAMMAD TO GO TO NEW YORK TO CLOSE THE DEAL. FOR THIS REASON HAMMAD CAME TO EMBASSY WITH LETTER TO RECEIVE EMBASSY'S BLESSING AND VISA. HAMMAD SAID THAT SALIM RECENTLY HAD BEEN CALLED IN BY SH. HAMAD, LIMITED OFFICIAL USE

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TOLD THAT THEY WERE TO BE THE LUCKY FIRM AND HANDED LETTERS TO THE EMBASSY AND FORD.

5. EMBOFF DISCLAIMED CURRENT KNOWLEDGE OF FORD SITUATION BUT SAID THAT SALIM TRADING COMPANY WAS NOT ONE OF NAMES THAT HE REMEMBERS HEARING DISCUSSED NUMBER OF MONTHS AGO. FOR THIS REASON, HE SUGGESTED THAT HAMMAD CONTACT PERRYMAN OR KRUSE DIRECTLY AND ALSO ASK COTTO FOR NAME OF RESPONSIBLE OFFICIAL IN FORD TO CONTACT DIRECTLY. HAMMAD SAID THAT HE WOULD MAKE ARRANGEMENTS TO VISIT PERRYMAN/KRUSE IN UK AND RELEVANT OFFICIAL IN NEW YORK.

6. EMBASSY'S COMMENT: WE HAVE NO REASON TO DOUBT AUTHENTICITY OF LETTER BUT MR. SALIM AND MR. HAMMAD STRIKE US AS UNPREPOSSESSING INEXPERIENCED AND WELL-CONNECTED WOULD-BE REPRESENTATIVES OF FORD MOTOR COMPANY. PREVIOUSLY, SAHIKH HAMDAM INTERCEDED WITH EMBASSY IN ATTEMPT TO GET FORD TO FAVOR MOHAMMED RUBAYA, A WELL-KNOWN SIZEABLE AND SUCCESSFUL PROTEGE, WITH AGENCY. WE HAVE HEARD NOTHING OF HAMDAN/RUBAYA/FORD CONNECTION RECENTLY. DICKMAN

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Message Attributes

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Draft Date: 25 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
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Disposition Case Number: n/a
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